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Vendor-Library Relations

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Issues in Vendor-Library Relations

Edited by *Corrie Marsh* (George Washington University)
and *Barry Fast* (Scholarly Book Center)



Nobody Asked Us, But

In the style of that late, great sports writer, Jimmy Cannon, we have decided to depart from our usual column and offer some opinions, our own, as well as those gathered from our readers and friends. So, with apologies to Mr. Cannon, **NOBODY ASKED US, BUT:**

About ALA

Midwinter ALA seemed subdued to us. Was it war worries or just money worries?

Why can't ALA have winter meetings in warm places and summer meetings in cool places?

About Libraries

Ask any writer who grew up poor and underprivileged, and we bet he or she will say that the public library was more influential and educational than the public school.

You can measure a community's cultural level not by its symphony, dance company, museums or botanical garden, but by its commitment to and support of its own public library.

If the library is the heart of the university, many of our institutions of higher learning need a quadruple bypass.

We can't figure out why big cities force library branches to close more often, but they would never contemplate closing the schools a couple of days a week to save money.

Sesame Street may have taught kids to learn the alphabet early, but

it never helped children to love reading.

How did we ever catalog books before OCLC?

About Librarians

Librarians work harder at their conventions than any other professional group.

Acquisitions librarians have messy desks, but collection development librarians can stack catalogs higher than anyone.

Was the best book by a librarian in 1990 *Witch* by Katina Alexis?

A good reference librarian has the patience of a saint, or perhaps a mother (even if he is a male).

Is it true that serials librarians are working off bad karma from previous lives?

About Money

Library directors should spend more time raising money, no matter how much time they are spending on it now.

Why is a British book published in Britain so much more expensive than that same book published or distributed in America?

Maybe books and journals would be cheaper if publishers reduced their telemarketing.

Someone should figure out what it really costs to acquire and catalog a book.

If we keep canceling journal subscriptions, someday there will be just one journal. But it will cost about a million dollars a year.

About Publishers

It was interesting to read the article in *LJ* (Feb 15, 1991) where top publishing execs described their new found love affair with libraries. It was like listening to an ex-monk discuss the joy of sex.

About Vendors

Selling books to libraries is a business of details.

Vendor performance studies that do not account for status reports are worthless.

Why are there more book dealers than subscription agents when libraries seem to be spending more money on journals than books?

The best new moderately priced motel chain for you travellers out there: Courtyard by Marriott. At least that's what we think.

Sales reps who do not make appointments with librarians well in advance of their visit should be told you are too busy to see them, even if you are not.

Sales reps who cover the Four Corners area of the West should not be paid during the time they travel there because the landscape is so beautiful.

And finally, About A Book

We hope every library buys *American Psycho* to demonstrate their abhorrence of censorship, but that the book fails anyway. ☹